



Farmers Market Update

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Questions to Ask: Farm Food

- Who
- What
- When
- Where
- How



Who

- Producer of raw product
- Retailer
- Manufacturer (on-farm home processing license, MDA certification, producer mobile farmer's market unit)
- Processor
- Cottage Food Industry





What

- Raw agricultural product
- Processed Food (stored, manufactured, packaged for wholesale distribution)
- USDA processed meat and poultry
- MDA certified rabbit, poultry, eggs
- Aged farmstead cheese
- Processing plant on farm
- Sample of farm product
- High acid Fruit Jams/Jellies
- Non-Potentially Hazardous Baked Goods



When

- Annual license
 - DHMH
 - Processing (\$400)
 - On-farm Home Processing (\$30)
 - Producer Mobile Farmer's Market (\$100)
 - LHD
 - Food Service Facility (fixed location, mobile units, Seasonal Farmer's Market Producer Sampling) (fees vary)
- Seasonal Processing 3-month license (\$35)
 - Processing food that is grown on the property
- Temporary FSF 14 consecutive days from LHD (fees vary)
- On-farm FSF 30 consecutive days with up to 2 renewals from LHD (fees vary)

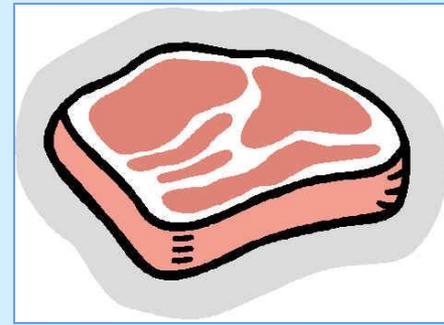


Where

- Where are the animals raised?
- Where is the milk produced?
- Where are they processing (packaging, baking, canning) the food?
- Where are they storing the food?
- Where are they selling the food?



How: Processing



- DHMH Licensed Processing Plant
 - On-farm Home Processing Plant
 - Storage of USDA slaughtered and processed meat and poultry that came from the farm's animals and brought back to farm
 - Storage of “farmstead cheese” made from farm's raw milk, aged at least 60 days (in PA) and brought back to farm
 - Manufacture of certain non-PHF's in farm's home or domestic kitchen (e.g. baked goods, packaged mixes, acidified foods like beets, high acid jams/jellies for wholesale)
 - Producer Mobile Farmer's Market Unit: transport and sale of certain foods
 - DHMH On-farm Processing Plant PH-foods
 - MDA certified rabbit & poultry (do not need additional license for eggs)
 - Food from a DHMH licensed farm operation (including FP and DMC)



How: Plan Review of On-Farm Processing Plants

- Plan review information to be submitted to Department for evaluation
 - Description of food process
 - Narrative re: GMPs, SOPs
 - Sample record keeping forms
 - Sample labels
 - Documentation/verification (BPCS, FCE, Zoning, LHD)
- On site plan review inspection of home kitchen or storage area
- Application and fee for license after review is completed



How: On-Farm Home Processing

- Limit processed food production to an amount of food that can safely be produced in the domestic kitchen as evidenced by sanitation and process and cross-contamination control and \$40,000 of sales
- Process commercially only during times when the kitchen is not being used for domestic purposes



- Exclude pets and other animals and individuals not involved in the manufacturing from the kitchen
- Store ingredients for commercial manufacturing and finished manufactured food in a separate area from foods used domestically the kitchen



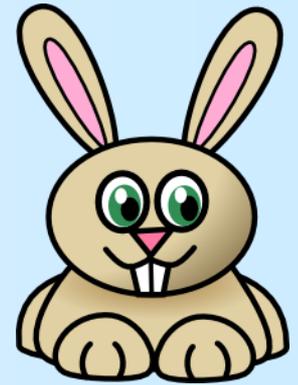
How: On-Farm Home Processing

- On-farm processed foods can be sold intrastate and interstate
 - Internet sales
 - Wholesale to retailers, e.g. institution, grocery store, bed and breakfast, restaurant
 - Farmer's market (directly from farm or at organized market)





How: Producer Mobile Farmer's Market Unit



- DHMH license to transport to and sell at a farmer's market and public festival or event:
 - Potentially hazardous on-farm home processing plant products, e.g. USDA processed meats and poultry brought back to the farm for storage, or farmstead cheese
 - Farm products inspected, licensed, or certified by MDA, e.g. rabbits and poultry
 - PH-Food from a DHMH licensed farm operation (including FP and DMC)



How: Producer Mobile Farmer's Market Unit

- License fee \$100
- License for period of 1 year and valid in all jurisdictions of the State
- Submit plans to DHMH
 - Existing On-farm meat/poultry storage operations may already have had unit inspected (DHMH or LHD), limited review
 - MDA certified rabbit/poultry, limited review
- Counties enforce and levy fines



How: Mobile and Temporary FSFs

- Covers sale of potentially hazardous foods not covered under PMFMU
- Plan review and license by LHD
- Fees vary



How: Seasonal Farmer's Market Producer Sampling FSF

- Counties MAY create a seasonal farmer's market producer sampling license
 - Effective Oct. 1, 2010, regs have been amended
 - Producer of farm product can prepare and offer samples at farmer's markets and public festivals or events
 - Valid at all farmer's markets in County for a year from date of issuance for a single fee
 - Set up modeled after Temporary FSF
 - County sets fee and enforces regulation
 - Available in about 1/3 of counties





How: Cottage Food Industry

- Produce High Acid Fruit Jams and Jellies
- Non-potentially Hazardous Baked Goods
- Candy
- Honey



How: Cottage Food Industry

- Produce foods from private home kitchen
- Storage of Raw ingredients
- Annual Income <\$25,000
- Labeling Requirements
- LHD will:
 - inspect for compliance, levy fines, conduct enforcement



How: Farmer's Market

- 10.15.03: *Farmer's market* means a place where a person offers or sells one or more of the following food products to the public:
 - Raw agricultural products such as fruits, vegetables, and grains supplied directly from a farm
 - Naturally acid fruit jams/jellies and non-potentially hazardous baked goods (can be made in a private home kitchen)
 - Eggs sold in accordance with MDA regulations
 - Products that are not potentially hazardous and do not require refrigeration that are processed in a food processing plant licensed and operated according to COMAR 10.15.04.18 (on-farm home processed non-PHF's)



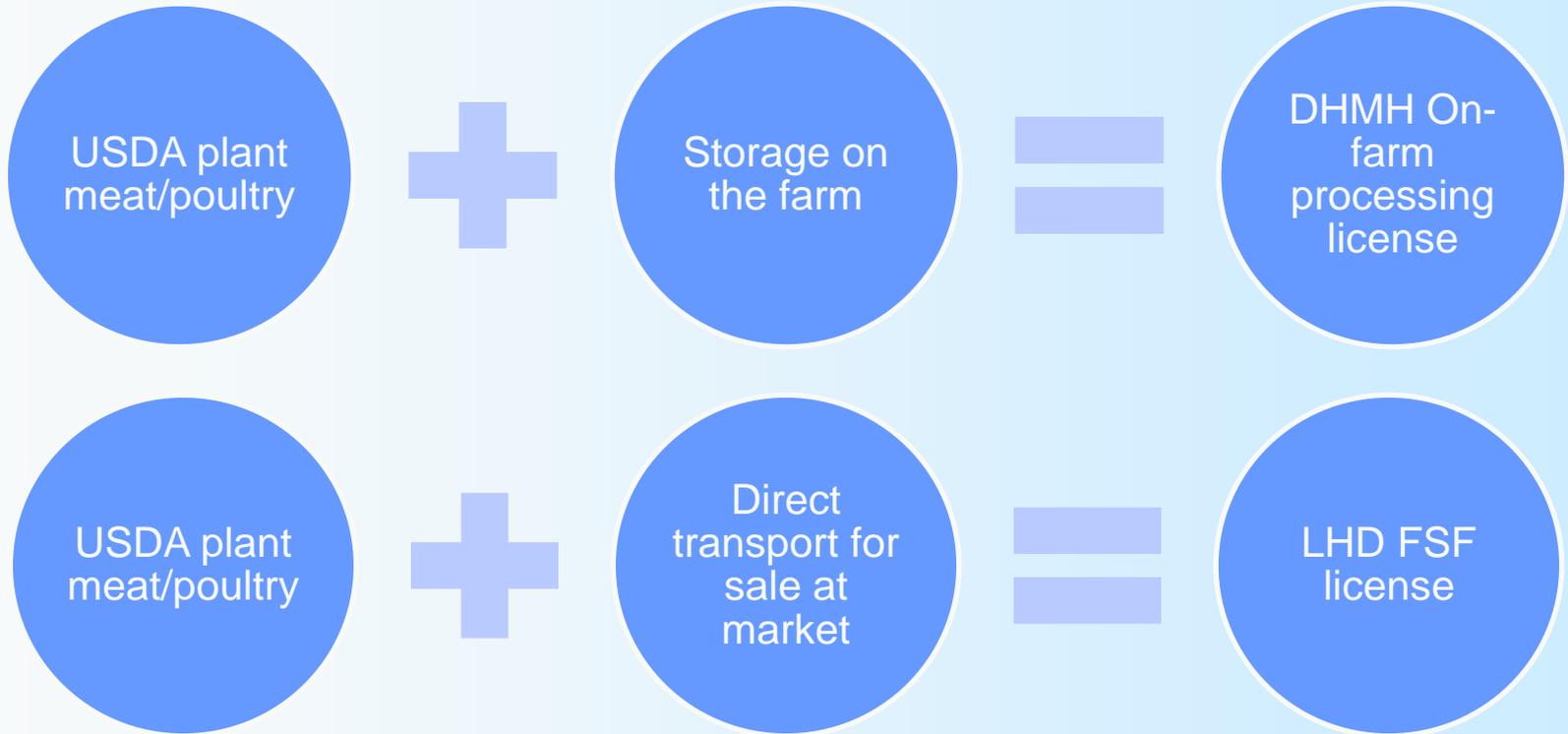
How: Farmer's Market



- If it fits the 10.15.03 definition of *Farmer's Market*, then NO FOOD LICENSE REQUIRED
- If it is the retail sale of a prepackaged, non-PHF then NO FOOD LICENSE REQUIRED
- If it is the sale of foods other than specified in the *Farmer's Market* definition, then you must obtain a food license (FSF-temporary or mobile, PMFMU)



Wrap Up/FAQs





Wrap Up/FAQs

- Meat/poultry storage only
 - No water/septic required for DHMH license
 - LHD verifies for the farm (phone call, email, letter) that there are no issues with the proposed storage area (e.g. if they are installing a new out building on the farm for the storage freezer then it is not being built on top of a drain field or well head)
- Farm kitchen processing
 - check water/septic
- Zoning verification from local jurisdiction



Wrap Up/FAQs

- PMFMU license must be posted conspicuously
- Duplicate copy may be available from L & P
- Foods will be identified on the license
 - E.g. lamb, goat, beef, cheese



Wrap Up/FAQs

- SOP to be developed for monitoring and verification on cooler stored frozen foods in PMFMU in lieu of recording thermometer/data logger/similar device
- Revise regs to take out 8 hr training



Questions?

